# CANDIDATE
# ACQUISITION FIRMS
# FOR
# KEANE, INC.

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# I  Introduction

## A
Objectives

1. To identify three or more professional service firms in thirteen selected cities that meet three criteria:

   a. Mainframe contract programming emphasis (at least 50% of revenues)
   b. Fortune 1000 clients
   c. Twenty or more equivalent full-time employees

2. The selected cities were:

Pittsburgh, PA; Milwaukee, WI; St. Louis, MO; Winston-Salem, NC; Norfolk, VA; Columbus, OH; Detroit, MI; Charlotte, NC: Long Island, NY; Indianapolis, IN; Cincinnati, OH; Raleigh, NC; Richmond, VA.

To broaden the coverage of the survey, all candidates within the standard metropolitan statistical areas were considered. That is, rather than considering only candidates located within city boundaries, firms located in the suburbs and adjacent towns were also considered.

## B
Scope

1. Identify as many professional service companies as possible that meet the above criteria.

2. Present observations about the companies and the industry.

## C
Research Methodology

1. Conduct search for custom programming service companies in the following directories:
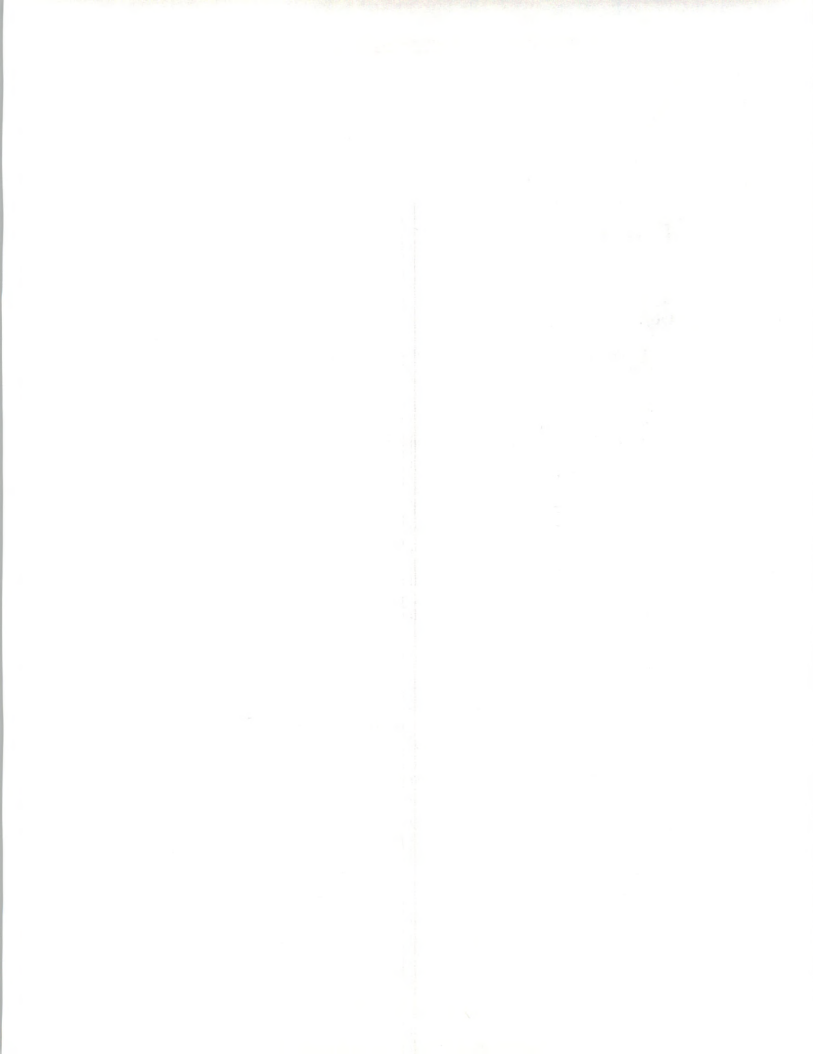
   a. ADAPSO Directory, 1987 and 1988
   b. Computer Industry, 1986
   c. Computers and Computing Information Resources Directory, 1987
   d. Consultants and Consulting Organizations, 1987
   e. Corporate Technology Index, 1988
   f. Data Processing Management Association Directory, 1988
   g. Encyclopedia of Information Systems and Services, 1987
   h. On-line services

2. Conduct telephone interviews with trade association executives, recruiting firms, and
   professional service company officials.

Six trade associations were contacted for directories: Association of Computer
Professionals, Association of Information Systems Professionals, Independent Computer
Consulting Association, Institute for Certification of Computer Professionals, International
Database Management Association, and Professional Services Council.  None of these
groups had a national directory or they were not at liberty to release the names of members
who were professional consulting firms.

Six recruiting firms that specialize in placing computer professionals were contacted. They
were EDP Associates in Milwaukee; Consulting Forum in Indianapolis; Data Masters in
Greensboro, NC; Michael Thomas in Columbus, OH; Robert Half in St. Louis; and The
Task Group in Cinncinnati. The professionals contacted were unable or unwilling to
cooperate.

One hundred professional service companies were contacted by phone.

3. Summarize observations about the companies and the industry.

# II Results

## A
### Number of Companies Identified

Well over 4,200 companies within the 737 SIC code classification (computer and data processing services) were identified in the 7 directories and were suggested in telephone conversations. However, only 25 (.5%) candidates met the criteria (see Appendix A). Other companies were eliminated for the six reasons listed under B.

## B
### Eliminated Companies

**a. Most professional service firms are located in nontargeted cities.**

Only 10% of professional service companies are located in the 13 selected cities. This is not surprising because approximately the same percentage (12%) of Fortune 1000 companies are in the targeted cities (see Appendix B for a list of Fortune 1000 companies in the 13 cities). This was the major limitor in identifying candidate companies.

INPUT identified the major DP shops in each of the 13 cities (except for Long Island). In some cities (e.g., Winston-Salem), as few as 20 major DP installations exist, of which at least half are not Fortune 1000 companies. Therefore, with fewer than 10 Fortune 1000 headquarters or branches in town, there is insufficient business to support many medium-sized professional service companies in Winston-Salem. The same applies to Raleigh, Norfolk, and Charlotte.

**b. Most companies employ fewer than 20 full-time personnel.**

Between 75% and 90% of the industry is made up of boutique shops that employ fewer than 20 employees. In fact, the vast majority of professional service firms are one- and two-person shops. The entry barriers are very low and consist of hanging out a shingle, listing the business in the yellow pages, and gathering several clients to meet the bills.

c. **Companies that had branch offices in the target cities had headquarters in nontargeted cities and were equal in size or larger than Keane, Inc.**

In order to assist Keane, Inc. in any acquisition strategy it may adopt, INPUT has also identified eight large (>1000 employees) professional service firms or firms with a professional services division, and seven medium-sized firms (100-1000 employees). It has been estimated that these companies account for 60% to 80% of the Fortune 1000 custom programming business. (See Section IV: Strategies.) These companies are:

EXHIBIT 1

# LARGE- AND MEDIUM-SIZED PROFESSIONAL SERVICE FIRMS

| Company | Professional Svcs. Revenues ($ M) | HQ City |
|---|---|---|
| McDonnell Douglas Professional Services Co. | 120 | St. Louis, MO |
| Cap Gemini America | 164 | New York, NY |
| AGS Computers | 180 | Mountainside, NJ |
| Computer Task Group | 180 | Buffalo, NY |
| Sterling Software, Inc. Distrib. Services Div'n | 61 | Columbus, OH |
| Computer Sciences Corp. Systems Division | 410 | El Segundo, CA |
| Computer Associates | 150 | Garden City, NY |
| Computer Data Systems | 55 | Rockville, MD |
| Computer Horizons | 51 | New York, NY |
| **Keane, Inc.** | **44** | **Boston, MA** |
| Analyst International Corp. | 44 | Edina, MN |
| Intermetrics | 50 | Cambridge, MA |
| SofTech, Inc. | 36-50 | Waltham, MA |
| Science Management Corp. Info. Systems Division | 10-25 | Landover, MD |
| Systems and Applied Science Corp. | 45 | Vienna, VA |
| Data Architects | 27 | Waltham, MA |

These firms maintain branch offices in many of the 13 targeted cities. For example, Cap Gemini has offices in 7 of the 13 targeted cities: Charlotte, Cincinnati, Columbus, Indianapolis, Milwaukee, Pittsburgh, and St. Louis. Computer Task Group has branch offices in 11 of the 13 cities: Charlotte, Cincinnati, Columbus, Detroit, Indianapolis, Long Island, Milwaukee, Pittsburgh, Raleigh, St. Louis, and Winston-Salem.

**d. The companies catered to mini- and micro-computer needs.**

**e. The companies derived the majority of their revenues from software and/or hardware.**

**f. The companies did not service Fortune 1000 clients.**

# III  Key Market Factors

## A
## Market Share

The market is composed of approximately 15 to 20 very large (1000+ employees) and large (100 to 1000 employees) companies, 100 to 200 medium-sized (20 to 100 employees) firms, and thousands of small (5 to 20 employees) and very small (<4 employees) companies. Although 75% to 90% of the market is composed of small and very small shops, 60% to 80% of the revenue is earned by the largest companies.

## B
## Industry Structure and Selected Players

The professional services market is concentrated at the top and is highly fragmented at the bottom, with very few companies surviving in between the extremes. INPUT feels the industry will remain fragmented at the bottom end for several reasons.

### a. Fragmented Market of Small Firms

First, the entry barriers are low. Second, there are no advantages in size in dealing with certain classes of customers. That is, because on-site presence is required and the clients' needs are so diverse, a "cookie-cutter," off-the-shelf approach will not work. The high degree of client-consultant interface required, and the customers' perception that the small firm can give individualized, responsive service favors the small firm. Local image and, more to the point, local contacts are critical to obtaining and maintaining the contracts. Third, because much of the work is performed on site, the small firm's overhead is low.

A closer look at the smaller players reveals most do not seem to have strategies other than "let's pay the bills." These companies are often run by technical people who are not aware of market forces and cannot identify their major competitors. It is likely that personal relationships with one or two major clients account for the majority of business. The main question is, if these firms were acquired, could they be educated to adopt a market view, and yet remain decentralized enough to service individual clients?

## b. Concentrated Large Firms

INPUT also feels the industry will become increasingly concentrated among the largest players, with each company seeking its individual goal of "critical mass" through aggressive acquisition campaigns.

Over the past three years the large companies have been on a feeding frenzy to acquire high-quality small, medium-sized, and even large firms. There is no reason to believe this phase is over.

**Cap Gemini,** a French firm, had $206 million in revenues in 1984, of which only 7% was contributed by the U.S. market. Cap Gemini's strategy was to increase sales through new product launches, technical cooperation with other vendors, improvements in customer support, and, most importantly, through major acquisitions in Europe and the U.S.

In 1985, Cap Gemini acquired the consulting division of CGA Computer, which doubled Cap Gemini's U.S. consulting revenues to $130 million. In 1986, Cap Gemini acquired IBAT, a West German industrial automation firm and GE-DA, an Italian developer of systems for large companies and governments. In 1987 the company continued its acquisition campaign with Sycomm Systems, a New Jersey software company that specialized in services to the financial and telecommunications sectors; ITMI, a Paris-based industrial automation firm; and CISI, the largest software service firm in France (in which Cap Gemini purchased a 36% interest).

Earlier this year, Cap Gemini acquired CompAct Data Systems. Cap Gemini currently employs 10,000 employees worldwide, of which 2,000 are based in the U.S. Currently, the U.S. division accounts for $150 million, 22% of company revenues.

**Computer Task Group (CTG),** one of the largest providers of computer services, has recently made two acquisitions. Last year, CTG purchased Scientific Systems Services, Inc. of Melbourne, Florida for $10.5 million, and Applied Management Systems, a software consulting firm. CTG has annual revenues of $170 million and maintains 60 branch offices.

At the end of 1988, **Computer Horizons** acquired the Hartford, CT-based data processing consultant firm of Comptech, Inc., which specialized in data base technology consulting and provided a range of services related to DB2. Computer Horizons also purchased Technical Resources Group, bringing revenues to $50 million.

**Sterling Software,** founded in 1981, increased its revenues to $18 million by the end of 1984. In 1985, Sterling successfully completed the first hostile takeover in the industry by purchasing Informatics of California for $140 million. Other acquisitions in 1985 included Check Consultants in February, 1985 and Decision Systems, Inc. in October, 1985. Revenues for 1985 were $249 million.
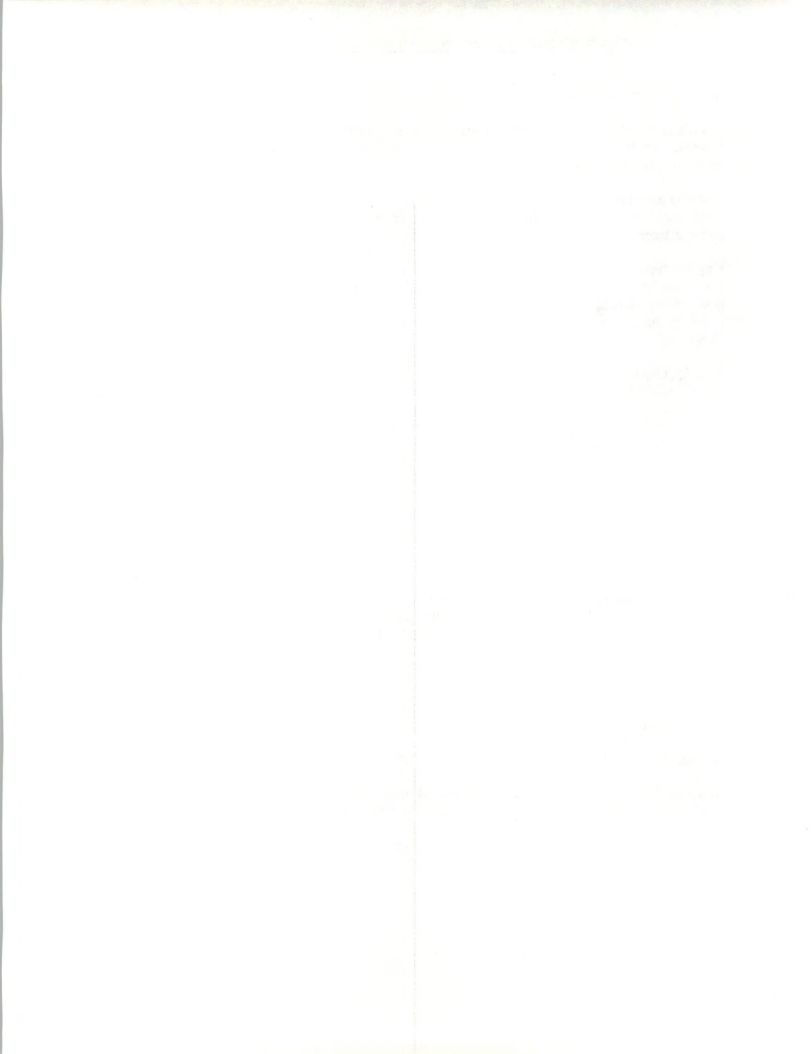
**AGS Computers** has increased its revenues through an aggressive acquisition program. In 1986, the $400 million company acquired five entities: Genasys Corporation of Maryland, a project software developer and systems integrator for the federal government; Vista Concepts of New York, which provided software to banks for security processing and handling; APR, Inc. of Columbus, Ohio, which was a custom programmer for the communications industry; Systemtech of Dallas, a professional services company; and branch offices from Compuware in San Diego and Houston.

In mid-1988, AGS attempted to purchase C3 for $157.5 million, which provided integration software for the federal government. When that deal fell through, AGS let it be known that it was courting acquisition offers. Both Bell Atlantic and NYNEX threw their hats into the ring. It was rumored then that the $500 million company could be bought for about $320 million.

AGS was eventually purchased by NYNEX for $273 million at $21 per share. The subsidiary, MicroAmerica, a microcomputer distribution business, was spun back to AGS shareholders.

The significance of this acquisition is the entrance of large new players into the hotly competitive systems consulting and integration business. Access to capital will be more important than ever. The firms in this industry are not competing with $200 million companies any more, but with a broader spectrum of deep-pocket players.

## C
## Future Industry Trends

Demand for professional services for large-scale computing operations, fueled in part by the growing use of systems integrators in the commerical sector, will continue to grow at an annual rate of 16% through 1993. Companies are looking outside with increasing frequency for contract services because the applications backlog in most organizations is not being reduced and major resources are required to maintain existing systems. Internal staffs have a limited skill set and experience, so outside services are stepping in and filling the void.

The key growth areas are expected to be systems integration and software development. Although the federal government is a heavy user of systems integration services, spending $2.3 billion in 1987, most of the demand will come from commercial system users.

In order for the larger professional service firms to keep pace with the demand, they will continue to acquire established firms. INPUT feels there are relatively few medium-sized firms now and that they will become scarcer as larger firms continue to examine and acquire the most successfully run mid-sized firms. The remainder, medium-sized firms that are passed over, may have a very uncertain future. Regardless of the activities of the larger firms, however, the thousands of minnows will continue to survive in their own protected niches.

To survive the increasingly competitive market, companies will have to select and concentrate on viable strategies. Some have focused on being the largest; on being international; on catering exclusively to vertical markets (financial institutions, manufacturing concerns, power industries, or the federal government); and still others on providing only certain services under the professional services umbrella.

Even with a clearly articulated strategy, there is an increasing necessity in the acquisitions game to assemble a war chest or a deep pocket if the acquirer is not to wind up as the acquired.

# IV  Strategies

There are at least eight strategies that a medium-sized firm in the professional services industry can adopt. They are:

1. Acquire several small firms.

2. Acquire or merge with a like-sized firm with branches in the same geographic area, then consolidate offices.

3. Acquire or merge with a like-sized firm with branches in different geographic areas to achieve broader coverage of the market.

4. Acquire a larger firm in a hostile takeover, as Sterling Software did.

5. Acquire firms within a narrow band of industries and specialize in several vertical industries.

6. Acquire firms that concentrate on task specialties such as systems integration or software development.

7. Acquire firms that broaden the services offered to clients.

8. Court acquisition offers, as AGS did last year.

INPUT has endeavored to assist Keane, Inc. in its implementation of the strategy it considers appropriate by identifying professional service firms of all sizes in selected cities that appear in Appendix A.
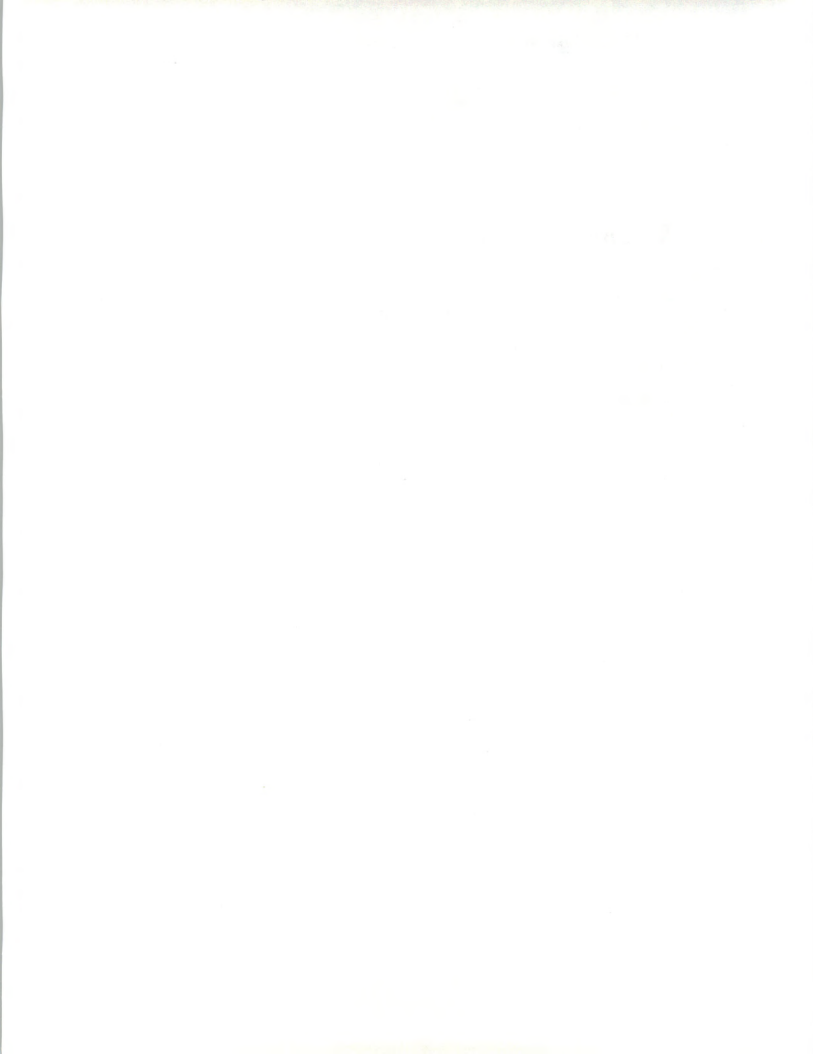
# V  Open Questions

1.  What will be the strategies of the major firms over the next 5 to 10 years as the industry continues to increase concentration of revenues and net income at the top?

2.  What is (are) the best offensive strateg(ies) not only to survive, but to thrive in the professional services market in the 1990s?

3.  What strategic alliances would be most advantageous?

# Appendix A

| City | Classification #1 (Prime Targets) | Classification #2 (Discards) |
|---|---|---|
| Indianapolis | 0 | 6 |
| Detroit | 9 | 7 |
| St. Louis | 2 | 11 |
| Winston-Salem/Greensborough | 1 | 1 |
| Raleigh | 0 | 2 |
| Charlotte | | |
| Long Island | 2 | 7 |
| Columbus | 4 | 5 |
| Cincinnati | 1 | 3 |
| Pittsburgh | 5 | 3 |
| Norfolk | 2 | 0 |
| Richmond | 0 | 1 |
| Milwaukee | 1 | 2 |
| | 27 | 48 |

Classification #3: Food for Thought (20 Companies)
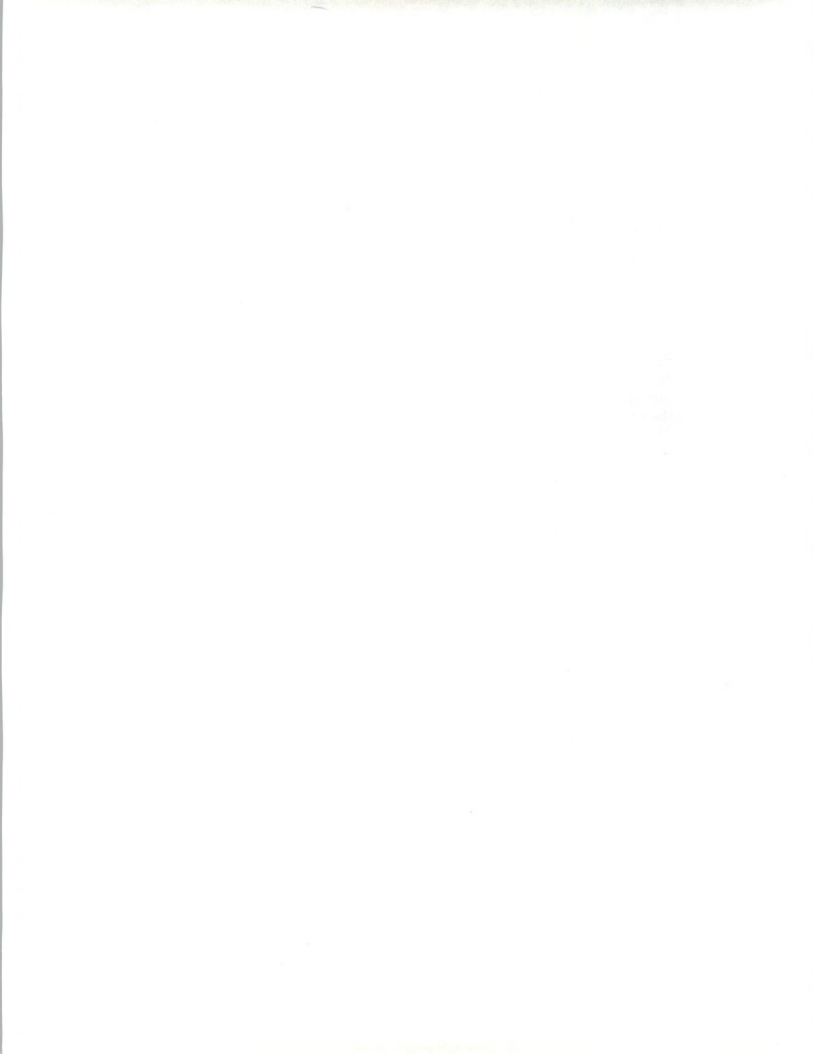
# Church Data Associates

6378 North College Avenue
Indianapolis, IN 46220
317 - 251-9101

*Executives:*
 Byron Chaplin, III, Pres, CEO
 Bill Robinson, VP/Secretary (Sales)

*Founded:* 1967
*Revenues:* <$1 MM
*Total Employees:* 6
*Branches:*

*Classification* 2

Developer of application and systems utility software. Provider of custom programming services.

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# Horine & Associates

3901 Varsity Drive
Indianapolis, IN 46260
317 - 843-2474

*Executives:*

*Founded:* 1981
*Revenues:* <$1 MM
*Total Employees:* 6
*Branches:*

*Classification* 2

Provider of custom applications and programming aids software programming services.

## McCormick & Associates

| | |
|---|---|
| 7 North Meridian Street<br>Indianapolis, IN 46204<br>317 - 636-2376<br><br>*Executives:*<br> Ralph McCormick, Pres, CEO<br> Joseph Nittlemeyer, VP, Mfg and R&D<br> Joe Cook, Director of Sales &<br> Marketing | Developer of distribution management<br>software and integrated accounting<br>software packages. Provider of consulting<br>services and custom programming. |

*Founded:* 1980

*Revenues:* N/A

*Total Employees:* 15

*Branches:*

*Classification* 2

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## PALLM, Inc.

| | |
|---|---|
| 2601 Fortune Circle East Dr.<br>Indianapolis, IN 46241<br>317 - 241-2510<br><br>*Executives:*<br> Chris McEvoy, Pres, CEO<br> Keith Settle, Sr. VP | Developer of insurance-related software<br>and provider of enhancement services,<br>consulting, training, and data systems.<br>Consulting services include site<br>management and analysis of workstation<br>efficiency for education and training<br>services. On-line data center service<br>bureau is provided for small insurance<br>companies.<br>Eliminated because it is not primarily a<br>custom programming firm and merger with<br>CAPSCO may diminish interest in being<br>acquired. |

*Founded:* 1970

*Revenues:* $25-50 MM

*Total Employees:* 300

*Branches:*

*Classification* 2

# Ranac Computer Corporation

8925 North Meridian, Suite 201
Indianapolis, IN 46260
317 - 844-0141

*Executives:*
Peter Fruehman, Pres, CEO
Keith Pitzelle, VP Sales, Personnel

*Founded:* 1973
*Revenues:* $1 MM
*Total Employees:* 15
*Branches:*

*Classification* 2

Developer of application software and provider of custom programming of applications for turnkey systems. Eliminated because this firm does not provide services on mainframe computers.


# Sigma/Micro Corporation

1238 North Pennsylvania
Indianapolis, IN 46202
317 - 631-0907

*Executives:*
Al Langsenkamp, Pres, CEO
Tim Lanie, VP Mfg, Purchasing, R&D, Personnel

*Founded:* 1982
*Revenues:* <$1 mill.
*Total Employees:* 6
*Branches:*

*Classification* 2

Developer of accounting and sales/marketing software packages and provider of consulting and custom programming services.

# Computer Dynamics, Inc. (CDI)

29792 Telegraph Road
Southfield, MI 48034
313 - 357-4200

*Executives:*
Robert A. Jones, President

*Founded:* 1969
*Revenues:* $36 MM
*Total Employees:* 600
*Branches:*
16—St. Louis, Philadelphia, Portland,
Chicago, Houston, Los Angeles

*Classification* 1

Provides professional programming
services to medium and larger
organizations.

# Consultants in Systems & Programming

30801 Barrington Avenue, #100
Madison Heights, MI 48071
313 - 588-0885

*Executives:*
Larry Haney, Pres.

*Founded:* 1977
*Revenues:* $1-2.5 MM
*Total Employees:* 85
*Branches:*
no

*Classification* 1

Provider of computer systems consulting
and custom programming services. This
firm was more professional than most in its
dealings with clients.

# CSC Comtec, Inc.

34505 W. Twelve Mile Rd, #300
Farmington Hills, MI 48018
313 - 553-7439

*Executives:*
George Huntzinger, Pres
Sharon Ulmer, VP Marketing and
Technology
Don Seibert, VP Sales

*Founded:* 1974

*Revenues:* est. $10 MM

*Total Employees:* 120

*Branches:*

Provider of custom software and systems
for HMOs and PPOs. Unit of Computer
Sciences Corp, CA.
Information is unconfirmed.

*Classification* 1

# Decision Consultants, Inc.

24800 Denso Drive, Suite 175
Southfield, MI 48034
313 - 352-8650

*Executives:*
Jack Krasula, President
Fred Schanne, VP

*Founded:* 1976

*Revenues:* N/A

*Total Employees:* 130

*Branches:*
Dallas

A professional services consulting
organization specializing in contract
programming, systems design and
development, and consulting. Specializes
in engineering, banking, health care,
legal, and government communities.

*Classification* 1

# DP Corporate Services, Inc.

11801 Farmington Road
Livonia, MI 48151
313 - 261-8220

*Executives:*
Ms. Sigrun Kast, Pres, CEO
Larry Dickerson, VP Sales

*Founded:* 1981
*Revenues:* $5-10 MM
*Total Employees:* 190
*Branches:*

*Classification* 1

Developer of custom software in
connection with assorted consulting
services.
Information is unconfirmed.

# Hopper Associates, Inc.

28501 Orchard Lake Road
Farmington Hills, MI 48018
313 - 553-0450

*Executives:*
Paul Hopper, Pres
Ron Valenti, VP Marketing
Thomas Beckemeyer, VP Sales and
Advertising

*Founded:* 1975
*Revenues:* $1.2 MM
*Total Employees:* 20
*Branches:*

*Classification* 1

Developer of insurance-related software
and a provider of consulting services.
Provides software consulting services for
COBOL users.
Information is unconfirmed.

# Merit Systems, Inc.

5800 Crooks Road, Suite 200
Troy, MI 48098
313 - 879-7600

*Executives:*
John Yeaton, Pres, CEO
Dennis LeFief, VP (SE Michigan Region), Sales
William Spicer (NJ & West Michigan)

*Founded:* 1976

*Revenues:* $15 MM

*Total Employees:* 300

*Branches:*
NJ, Dallas, Houston, Milwaukee

Provider of data processing professional systems. Services involve all areas of data processing including custom programming, management of information systems, long-range planning, feasibility studies, information resources, conversions, support, and computer integrated manufacturing.

*Classification   1*

# MIS International

23380 Commerce Drive
Farmington Hills, MI 48024
313 - 476-3100

*Executives:*
Michael Bahn, Pres, CEO
Jack Kerrigan, VP Marketing
Bob Thomas, Dir of Finance

*Founded:* 1970

*Revenues:* $5.2 MM

*Total Employees:* 100

*Branches:*
GA, MI

Provider of custom programming services for the automotive, financial, government, and insurance industries.
Information is unconfirmed.

*Classification   1*

# Sirco Enterprises, Inc.

2265 Livernois Road, Suite 100
Troy, MI 48083
313 - 362-2200

*Executives:*
Robert Sirna, Pres.

*Founded:* 1979
*Revenues:* $2.5-5 MM
*Total Employees:* 57
*Branches:*

*Classification* 1

Provider of consulting and custom programming services to Fortune 500 corporations in the manufacturing, communications, and engineering sectors. This firm was less professional than most other firms in its dealings with potential clients.

# Advanced Computer Management Corporation

3001 W. Big Beaver Road, #324
Troy, MI 48084
313 - 641-2850

*Executives:*
Harve Light, Pres
Barb Feyes-Office Manager

*Founded:* 1969
*Revenues:* N/A
*Total Employees:* 175
*Branches:*

*Classification* 2

Services include project-oriented custom programming, extended term programming contracts, management consulting, and facilities management. This firm provides services on minicomputers only.

# Certified Data Management, Inc.

24777 Gibson Street
Warren, MI 48089
313 - 755-9744

*Executives:*
 F.J. Feola, Pres

Developer of accounting software, provider of custom applications programming services. Clients are restaurants, country clubs and accounting firms.

*Founded:* 1984
*Revenues:* $1-2.5 MM
*Total Employees:* 12
*Branches:*

*Classification* 2

# Computer Technicians Corporation

7071 Orchard Lake Road
W. Bloomfield, MI 48033
313 - 851-2366

*Executives:*

Computer-related services including feasibility studies, capacity planning, system analysis and design, contract programming and project management.

*Founded:* N/A
*Revenues:* N/A
*Total Employees:* 6
*Branches:*

*Classification* 2

# Fame Software Corporation

6869 Marshall Road
Dexter, MI 48130
313 - 426-2730

*Executives:*
George Vessels, Pres
Eric Resnick, VP Marketing and Sales

*Founded:* 1982
*Revenues:* UNK
*Total Employees:* 39
*Branches:*

*Classification* 2

Developer of integrated applications
development software. Also, provider of
custom programming services.
This firm is a subsidiary of Citicorp, NY.

# R. Higgins & Associates, Inc.

1672 John A. Papalas Drive
Lincoln Park, MI 48146
313 - 381-4800

*Executives:*
Roger Higgins, Pres, CEO
Cindy Hurst, Executive VP of
Corporate Admin.
Ted Cimafranca, VP, Marketing

*Founded:* 1981
*Revenues:* $1.4 MM
*Total Employees:* 19
*Branches:*
no

*Classification* 2

Provider of software packages, consulting,
custom programming services, and
value-added computer systems. Custom
programming services are provided for
hospital computerization and general
business applications.
This firm caters primarily to
microcomputers. 80% of their revenues
are derived from hardware and software.

# Techpoint, Inc.

13975 Farmington Road
Livonia, MI 48154
313 - 427-6144

*Executives:*
Frank Farren, Pres, CEO
Keith Kusterer, Sales Manager

*Founded:* 1976
*Revenues:* $8.1 MM
*Total Employees:* 85
*Branches:*
Columbus, OH

*Classification 2*

Provider of custom programming services primarily to the automotive and manufacturing industries. Also provides custom applications and systems software services.
This firm is primarily a value-added retailer.

# The Intensive Group, Inc.

12550 Beech Daly
Redford, MI 48239
313 - 937-1180

*Executives:*
Louis Langford, Pres, CEO
Brenda Herald, VP, Sales

*Founded:* 1979
*Revenues:* $1 MM
*Total Employees:* 35-40
*Branches:*
no

*Classification 2*

Provider of consulting and custom programming services. All programming is done in RPG II language to run on IBM mainframes.
Keypunching, data entry, word processing, mailing, clerical services.
This firm is primarily a data entry firm.

# Forrest Ford Consultants, Inc.

680 Craig Road #105
St. Louis, MO 63141
314 - 567-6737

*Executives:*
 Forrest Ford, Pres
 William Kamman, VP
 Garvis Pollard, Mktg Manager

*Founded:* 1969
*Revenues:* N/A
*Total Employees:* 185
*Branches:*
 Kansas City, Dallas

*Classification* 1

Offers custom software development and data processing management consulting for all industries.
This firm was more professional than most firms in its dealings with potential clients.

# Moskowitz & Company, Inc.

13 Kingsbrook Lane
St. Louis, MO 63132
314 - 768-0606

*Executives:*
 Daniel Moskowitz, Pres.

*Founded:* 1980
*Revenues:*
*Total Employees:* 25
*Branches:*

*Classification* 1

Consultants in the development of computerized financial systems for banking, S&Ls, brokerage, manufacturing, and insurance companies. Provides on-site assistance and software package installation with custom modifications. Information is unconfirmed.

## Automated Information, Inc.

6710 Clayton Rd
St. Louis, MO 63117
314 - 644-4050

*Executives:*
Dan Huber

*Founded:* 1969
*Revenues:* N/A
*Total Employees:* 85
*Branches:*
no

*Classification* 2

Full service bureau—all dp functions, DEC distributor. This firm has no Fortune 1000 clients.

## Computer Consultants & Service Center, Inc.

2001 South Hanley Center
St. Louis, MO 63144
314 - 647-8891

*Executives:*
Julia Merrill, Pres
Susan Mather, New Business
Development, Sales

*Founded:* 1964
*Revenues:* $1 MM
*Total Employees:* 10
*Branches:*

*Classification* 2

Developer of HP3000 mini-computer related utility software and provider of custom applications software programming and systems integration services.

## Conran Consultants

8764 Manchester Rd, #201
St. Louis, MO 63144
314 - 968-3434

*Executives:*
P.L. Conran

Offers consultation in management services including computer system design, programming, and data processing.

*Founded:* 1961
*Revenues:*
*Total Employees:* 8
*Branches:*

*Classification* 2

## EKI/Auditech Division

145 Weldon Parkway
St. Louis, MO 63043
314 - 993-5904

*Executives:*
Michael Howrey, Executive VP

Provider of custom software programming and data processing services. This firm has no Fortune 1000 clients.

*Founded:* 1976
*Revenues:* $1-2.5 MM
*Total Employees:* 16
*Branches:*
no

*Classification* 2

# Hawthorn Group Limited

102 North Main Street
Cape Girardeau, MO 63701
314 - 335-4257

*Executives:*
 S. Cordell Dombrowski, Pres
 Alan Dombrowski, Marketing & Sales

*Founded:* 1978
*Revenues:* $2.5-5 MM
*Total Employees:* 30
*Branches:*

*Classification* 2

Developer of health services software and provider of consulting services. This firm's revenues are derived primarily from software.

# I. Levy & Associates, Inc.

1633 Des Peres Road, Suite 311
St. Louis, MO 63131
314 - 822-0810

*Executives:*
 Irving Levy, Pres
 Susan Levy, VP

*Founded:* 1975
*Revenues:* N/A
*Total Employees:* 16
*Branches:*

*Classification* 2

Provides a total data processing service including consulting, systems design, programming, training and continuing support. Markets custom software packages.

# Interface Technology, Inc.

1850 Borman Court
St. Louis, MO 63146
314 - 434-0046

*Executives:*
Richard Grodsky, Pres
Tony Koester, VP

*Founded:* 1973
*Revenues:* $5 MM
*Total Employees:* 50
*Branches:*

*Classification* 2

Developer of communications turnkey packages and provider of custom programming, training and documentation services. This firm primarily sells voice response systems.

# Parasol Systems

60 Worthington Drive
St. Louis, MO 63043
314 - 434-8300

*Executives:*
Ron Kramer, Pres
Jerry Hopping, VP. R&D, Manufacturing

*Founded:* 1977
*Revenues:* $1-2.5 MM
*Total Employees:* 15
*Branches:*
no

*Classification* 2

Developer of integrated manufacturing systems software, construction industry software and television station software packages. Provider of custom applications software services. This firm primarily sells hardware and software. Also known as BasicData, Inc.

# R.A. Kottmeier & Assoc., Inc.

| | |
|---|---|
| 11046 Manchester Road<br>St. Louis, MO 63122<br>314 - 965-6114<br><br>*Executives:*<br>Robert Kottmeier, Pres, CEO<br>Wilson Lewis, Marketing Rep | Provider of consulting and custom applications software programming services. Developer of accounting software, including accounts payable, accounts receivable, general ledger, payroll, job costing, invoicing, and billing software. All software written for IBM System 36 and 38. |

*Founded:* 1977

*Revenues:* $.5 MM

*Total Employees:* 10

*Branches:*

*Classification* 2

# Sauer Computer Systems

| | |
|---|---|
| 1750 South Brentwood<br>St. Louis, MO 63144<br>314 - 962-0382<br><br>*Executives:*<br>Robert Sauer, Pres<br>Roger Gruen, VP, Sales | Developer of database management software and an accounting software package. Provider of consulting services. Custom programming of applications software and computerization consulting are provided. This firm primarily caters to mini and microcomputers. |

*Founded:* 1975

*Revenues:* $2.5 MM

*Total Employees:* 20

*Branches:*
no

*Classification* 2

## Systems Design Associates

| | |
|---|---|
| 12300 Olive Blvd, Suite 309<br>St. Louis, MO 63141<br>214 - 576-7250<br><br>*Executives:*<br> John Graas, Pres<br> Alison Graas, Secretary/Treasurer<br><br>*Founded:* 1976<br>*Revenues:* <$1 MM<br>*Total Employees:* 10<br>*Branches:* | Developer of accounting, medical and construction software. Also a provider of custom design software services. |

*Classification* 2

## Gary Brown Associates, Inc.

| | |
|---|---|
| 322B Edwardia Drive<br>Greensboro, NC 27409<br>919 - 852-0550<br><br>*Executives:*<br> Gary Brown, Pres<br> Sylvia Stone, VP Sales<br> Dennis Roberts, Director Business<br> Development<br><br>*Founded:* 1975<br>*Revenues:* $1-2.5 MM<br>*Total Employees:* 30<br>*Branches:*<br> no | Developer of accounting software and provider of custom programming services, and distributor of hardware.<br>Information is unconfirmed. |

*Classification* 1

# DP Solutions, Inc.

5509 W. Friendly Avenue, #103
Greensboro, NC 27410
919 - 854-7700

*Executives:*
Frederick Riek, Chairman
Carol Owens, Pres

*Founded:* 1986
*Revenues:*
*Total Employees:* 10
*Branches:*

*Classification* 2

A full-service data processing company offering software packages, hardware and support services such as consulting, analysis and design, custom programming and training.


# Mighty Byte Computer, Inc.

6040A Six Forks Road, Suite 223
Raleigh, NC 27609
919 - 846-0345

*Executives:*
Edward Wojciechowski, Pres
Virginia Liverance, VP Marketing

*Founded:* 1979
*Revenues:* <$1 MM
*Total Employees:* 8
*Branches:*

*Classification* 2

Developer of sports league management software and provider of consulting and custom programming services.

# Objective Planning, Inc.

3301 Executive Drive
Raleigh, NC 27609
919 - 878-0022

*Executives:*
Tom Tully, Pres

Provider of custom programming services.
Software with accounting, personnel, and
database management applications are
custom programmed for small- to
medium-sized businesses. This firm has
no Fortune 1000 clients.

*Founded:* 1983
*Revenues:* <$1 MM
*Total Employees:* N/A
*Branches:*

*Classification* 2

# Brandon Systems Corporation

Long Island, NY 11000
212 - 977-4400

*Executives:*
I.B. Brown, Pres
R.W. London, VP
J.H. Lutz, Director, Sales
Ed Emler, Director of L.I. Branch

*Founded:* 1968
*Revenues:* N/A
*Total Employees:* 300
*Branches:*

Technical Service Division provides
contract programming services to clients
from application development to systems
software. Opening Long Island office
(Carleton) June, 1989.
Headquarters in Secaucus, NJ.
Information is unconfirmed.

*Classification* 1

# Data Computing Corporation

229 Baldwin Road
Hempstead, NY 11550
516 - 481-7344

*Executives:*
Lloyd Kornheiser, Pres
Martin Sommers, Controller

*Founded:* 1954
*Revenues:* $1-2.5 MM
*Total Employees:* 30
*Branches:*

Provider of custom programming, data entry and consulting services. Information is unconfirmed as the principal requested a questionnare be sent before he would answer any inquiries.

*Classification* 1


# Anchor Computer, Inc.

4 Dubon Court
Farmingdale, NY 11735
516 - 293-6100

*Executives:*
L. Schenker, Pres
Edward Goldrick, VP Sales

*Founded:* 1969
*Revenues:* $5-10MM
*Total Employees:* 90
*Branches:*

Provider of a computer software service for data communications. Eliminates duplicate names and maintains lists. And, provides custom programming and data entry services. This is primarily a data entry firm.

*Classification* 2

## Business Computer Centers, Inc.

67 Bond Street
Westbury, NY 11590
516 - 334-8988

*Executives:*
Hyman Hass, Pres

*Founded:* 1978
*Revenues:* N/A
*Total Employees:* 35
*Branches:*

*Classification* 2

Purchaser of computer hardware, developer of computer software, provider of consulting, custom programming of applications software, and turnkey manufacturer. This firm is primarily a hardware/software provider.

## Dynax Resources, Inc.

2 Jericho Plaza
Jericho, NY 11753
516 - 484-1144

*Executives:*
Elaine Schnee, Pres
Michele Brick, VP Finance
Tom Williamson, Director of Marketing

*Founded:* 1969
*Revenues:* $2.5-5 MM
*Total Employees:* 30
*Branches:*
no

*Classification* 2

Developer of computer software. Provider of custom programming and consulting services. This firm provides services on minicomputers only.

## Innovative Business Systems, Inc.

43 Oxford Boulevard
Great Neck, NY 11023
516 - 829-8327

*Executives:*
 Henry Katz, Pres
 Barbara Katz, Owner

*Founded:* 1980
*Revenues:* N/A
*Total Employees:* 14
*Branches:*

*Classification* 2

Provider of custom programming and consulting services.


## Jamison Business Systems, Inc.

821 Jericho Turnpike
Smithtown, NY 11787
516 - 543-1990

*Executives:*
 Nicholas Davella, Pres

*Founded:* 1978
*Revenues:* $1-2.5 MM
*Total Employees:* 15
*Branches:*

*Classification* 2

Provider of medical software and computerization consulting and custom application software programming services.

## Manamation, Inc.

381 Sunrise Highway
Lynbrook, NY 11563
516 - 887-7714

*Executives:*
Alvin Kaskel, Pres
Michael Busch, VP Marketing and
Sales

*Founded:* 1967
*Revenues:* <$1 MM
*Total Employees:* 11
*Branches:*

*Classification* 2

Provider of computer-based data
preparation and custom programming
services.

## RAC Information Systems, Inc.

11 Middleneck Road
Great Neck, NY 11021
516 - 829-9500

*Executives:*
Herbert Rubinsky, Pres.

*Founded:* 1972
*Revenues:* $3 MM
*Total Employees:* 30
*Branches:*

*Classification* 2

Developer of financial and advertising
management software and a provider of
finance-related services. Also provides
custom programming.
Information is unconfirmed.

# Comtech Systems

1105 Schrock Road, Suite 816
Columbus, OH 43229
614 - 431-2345

*Executives:*
Thomas Wittkopf, Pres
Jim Dlugos, EVP

*Founded:* 1981
*Revenues:* N/A
*Total Employees:* 130
*Branches:*
Cincinnati, Tampa.

*Classification  1*

Provides data processing consulting and
software services from project
management to systems analysis, design,
programming, training and documentation
for MIS and user communities.
Information is unconfirmed.


# CRISP Automation, Inc.

5160 Blazer Memorial Parkway
Dublin, OH 43017
614 - 764-4200

*Executives:*
Bill Miller, Pres
Ernie Roland, VP Marketing
Dave Shreve, VP Engineering

*Founded:* 1972
*Revenues:* $12 MM
*Total Employees:* 80
*Branches:*

*Classification  1*

Developer of manufacturing systems
software and provider of custom
programming and consulting services.
Information is unconfirmed.

# Information Control Corporation

| | |
|---|---|
| 8337 Martinsburg Road<br>Mount Vernon, OH 43050<br>614 - 393-0010<br><br>*Executives:*<br>Greg Martin, Marketing Manager | Developer of computer-aided manufacturing software and provider of custom programming and consulting services.<br>Information is unconfirmed. |
| *Founded:* 1978<br>*Revenues:* N/A<br>*Total Employees:* 20<br>*Branches:* | |
| *Classification* 1 | |

# Information Dimensions, Inc.

| | |
|---|---|
| 655 Metro Place, South<br>Dublin, OH 43017<br>614 - 761-8083<br><br>*Executives:*<br>William Griffith, Pres<br>Steven Clark, VP Marketing and Sales | Developer of information management and retrieval software. Provider of timesharing, custom programming and consulting services. Customers include government, libraries, large corporations, newspapers and other organizations needing records and text management.<br>Information is unconfirmed. |
| *Founded:* 1985<br>*Revenues:* $10-25 MM<br>*Total Employees:* 225<br>*Branches:* | |
| *Classification* 1 | |

# Computerized Fiscal Planning, Inc.

351 West Third Avenue
Columbus, OH 43201
614 - 294-4756

*Executives:*
Paul Sullivan, President

*Founded:* 1977
*Revenues:* $1.5 MM
*Total Employees:* 14
*Branches:*

*Classification* 2

Provider of custom programming services.
Developer of standard applications
software.

# Kim Computers, Inc.

425 Metro Place, North, #675
Dublin, OH 43017
614 - 766-4900

*Executives:*
Dr. Young Kim, Pres.
Charles Gibbs, VP Sales

*Founded:* 1976
*Revenues:* $1.5 MM
*Total Employees:* 15
*Branches:*

*Classification* 2

Developer of applications software
packages. Custom programming,
software and hardware installation.
Software is marketed to restaurants, fast
food chains and franchises.

# Macola, Inc.

P.O. Box 485
Marion, OH 43302
614 - 382-5999

*Executives:*
Bruce Hollinger, Pres
Don Rigby, Marketing Manager

*Founded:* 1971
*Revenues:* $3.2 MM
*Total Employees:* 32
*Branches:*

*Classification* 2

Developer of accounting and waste water management and CAD software. Provider of custom programming services. Information is unconfirmed.

# MMS International

2600 Corporate Exchange Dr, #190
Columbus, OH 43229
614 - 895-0738

*Executives:*
Larry Fox, Pres
Greg Miller, VP Sales and Marketing
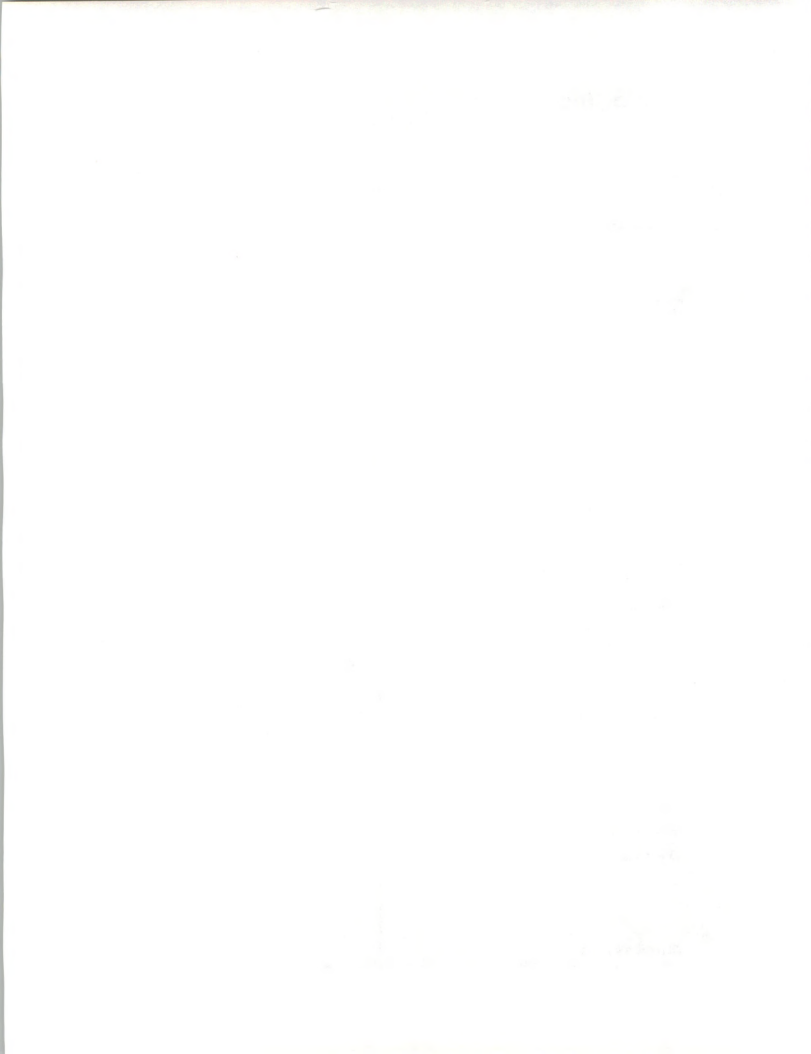Mitch Tayse, VP Engineering

*Founded:* 1979
*Revenues:* $2.5-5MM
*Total Employees:* 27
*Branches:*

*Classification* 2

Manufacturer of software for process and inventory control. Also provider of software programming services for the production process. Information is unconfirmed.

# Software One

3799 Chevington Road
Columbus, OH 43220
614 - 279-8493

*Executives:*
Rick Parsons, Jeff Rosen, Bill Meck

Data processing consultants offering
computer and business needs
evaluations, software searches and
custom programming.

*Founded:* 1979
*Revenues:* N/A
*Total Employees:* 8
*Branches:*

*Classification* 2

# Applied Solutions, Inc.

2368 Victory Parkway, # 300
Cincinnati, OH 45206
513 - 281-0334

*Executives:*
H. Brennan Blaine, Pres
P.B. Ingram, N/A

Offers computer consulting and software.
Experienced in manufacturing, freight,
medical/hospital, retailing, education,
construction, and general service
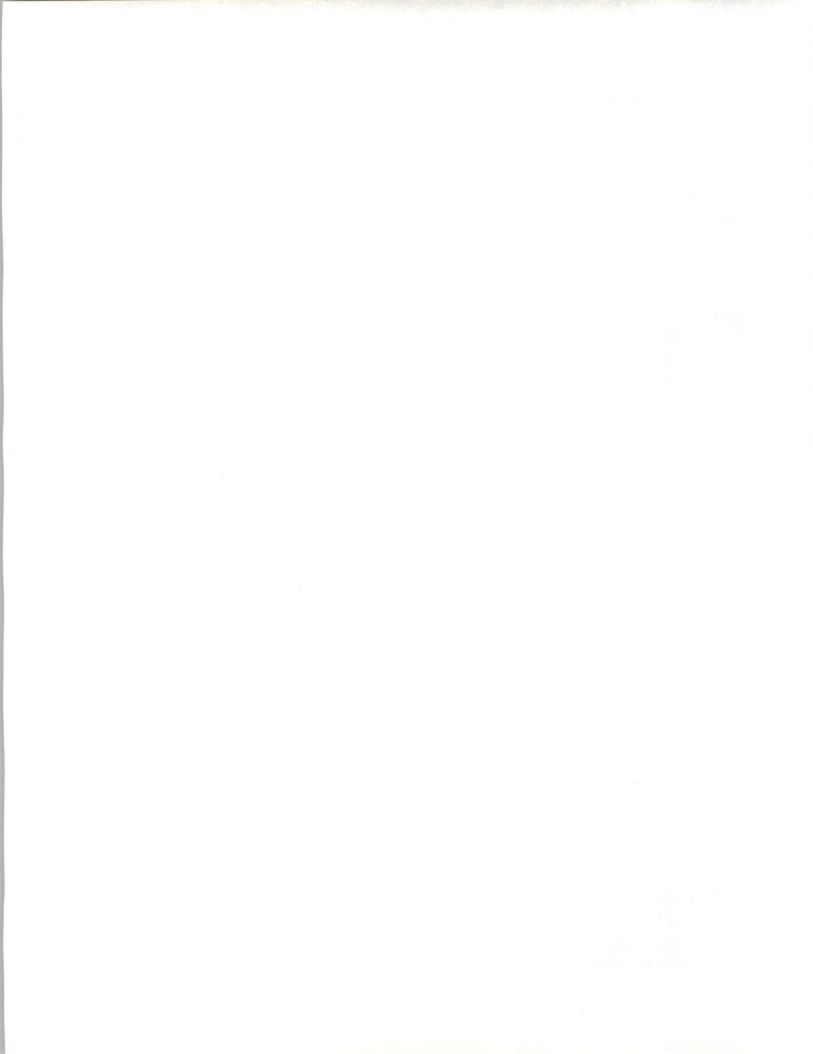organizations.
Information is unconfirmed.

*Founded:* 1979
*Revenues:* N/A
*Total Employees:* 20
*Branches:*

*Classification* 1

## American Computer Technologies, Inc.

2520 Harris Avenue
Cincinnati, OH 45212
513 - 531-7800

*Executives:*
 Tim McMahon, Pres.
 Jerry McMahon-chrman

*Founded:* 1969
*Revenues:* $2.5-5 MM
*Total Employees:* 35
*Branches:*
 no

*Classification* 2

Provider of computer-related services, programming services, custom software, and application software. This firm provides services on minicomputers only.

## Mandata Systems, Inc.

4350 Glendale-Milford Road
Cincinnati, OH 45242
513 - 733-8030

*Executives:*
 G.L. Willis, Pres
 Jerry Willis, VP Marketing
 S. Anbil, VP Technical Support

*Founded:* 1979
*Revenues:* $2.5-5 MM
*Total Employees:* 14
*Branches:*

*Classification* 2

Provider of customized manufacturing and financial software systems.

# Miami Valley Solutions, Inc.

Ohio Building, 4th Floor
Sidney, OH 45365
513 - 498-4741

*Executives:*
Greg Helman, Pres
Rick Lunsford, Treasurer
Tim Wheeler, Sales Manager

*Founded:* 1978
*Revenues:* $1 MM
*Total Employees:* 16
*Branches:*

*Classification* 2

Developer of accounting, manufacturing, point-of-sale and construction software packages. Also a provider of data preparation and custom programming services.

# Comp-U-Staff, Inc.

One Investment Place
Pittsburgh, PA 15200
412 - 429-1680

*Executives:*
Hank Post, Chairman
Kathleen Cornell, President
Douglas Sharp, VP Professional
Software Services

*Founded:* 1978
*Revenues:* N/A
*Total Employees:* 260
*Branches:*
Washington, D.C., Harrisburg, Philadelphia, Wilmington, Minneapolis, Seattle, and Pittsburgh.

*Classification* 1

Professional services company with headquarters in Towson, MD. Serves banking, insurance, financial services, industrial and consumer manufacturing, transportation, engineering, government, health care.
Firm refused to confirm information because it was too busy.

# Corporate Information Systems, Inc.

850 Boyce Road
Bridgeville, PA 15017
412 - 787-9600

*Executives:*
Bernard Flynn, Consulting Division Manager
Walter Ogrodnik, Managing Director
Timothy Pribanic, Chief Marketing

*Founded:* 1981
*Revenues:* $4 MM
*Total Employees:* 85
*Branches:*

*Classification* 1

Provider of software consulting and development services. Also a custom developer of applications software for all industries.
Suggested by competitor, Pittsburg Business Consultants.
Information is unconfirmed.

# Kos & Associates, Inc.

McKnight Park Drive, Suite 203
Pittsburgh, PA 15237
412 - 367-7444

*Executives:*
Thomas Paul Kos, Pres, CEO
Patricia Ann Kos, Treasurer
George Dunsey, R&D Director

*Founded:* 1978
*Revenues:* $1.2 MM
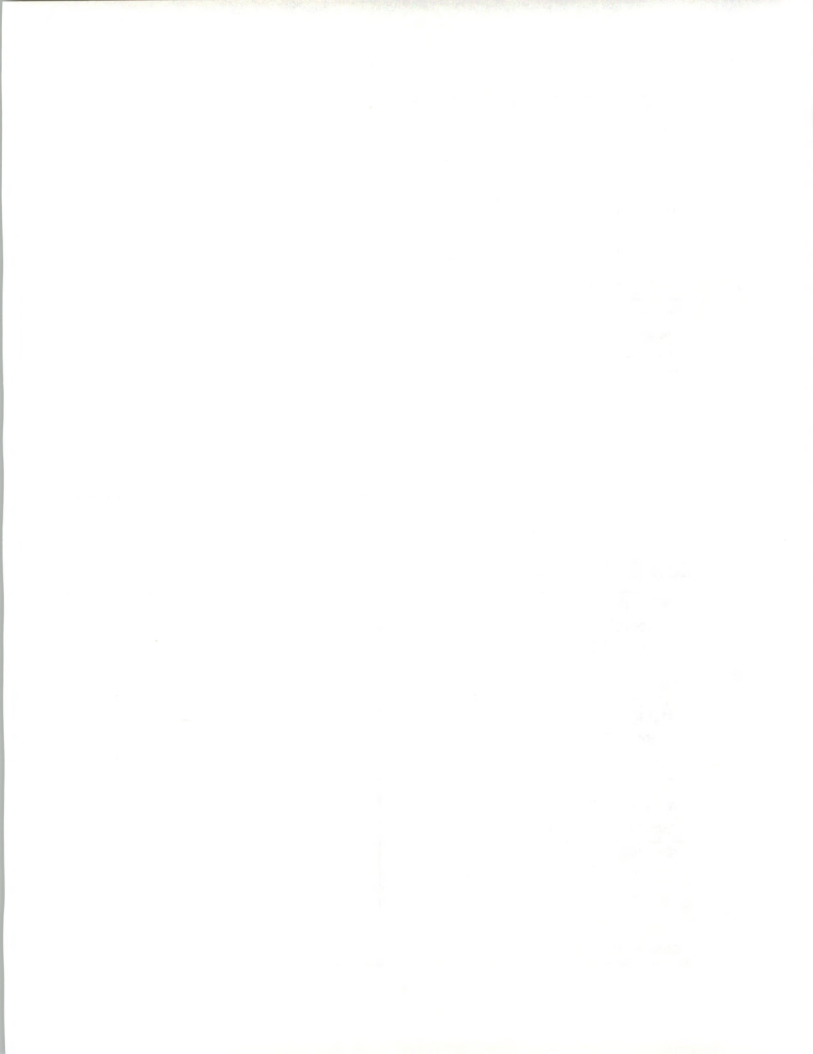*Total Employees:* 20
*Branches:*

*Classification* 1

Provider of customer systems software development services.
Firm was more professional than most in dealings with potential clients. The President, Mr. Kos, was knowledgeable about the business.

# Midec, Inc.

267 Kappa Drive
Pittsburgh, PA 15238
412 - 963-6011

*Executives:*
Thomas Styslinger, Pres

*Founded:* 1976
*Revenues:* $2 MM
*Total Employees:* 35
*Branches:*

*Classification* 1

Developer of software for manufacturing systems. Provider of custom programming services.
Information is unconfirmed.

# Pittsburgh Business Consultants

411 Seventh Avenue #1401A
Pittsburgh, PA 15219
412 - 391-0714

*Executives:*
Thomas E Fallat, Pres
Jim Mortell, VP

*Founded:* 1975
*Revenues:* $8-12 MM
*Total Employees:* 140
*Branches:*
no

*Classification* 1

Provider of contract programming and custom programming services. These activities account for 80% of revenues. The remaining 20% is gained through permanent placements. 75% of the business is on IBM mainframes, the remainder on VAX and other machines. Clients are primarily $50 MM companies and larger.
Firm is more professional and knowledgeable than other firms.

# General Systems Services, Inc.

P.O. Box 11752
Pittsburgh, PA 15228
412 - 531-6077

*Executives:*
Thomas O'Connor, Pres
James DiPiero, Secretary/Treasurer

*Founded:* 1977
*Revenues:* N/A
*Total Employees:* 15
*Branches:*

*Classification* 2

Developer of general business accounting software. Provider of custom programming services. All software runs on IBM 34 and 36.

# Innovative Systems, Inc.

790 Holiday Drive
Pittsburgh, PA 15220
412 - 937-9300

*Executives:*
Robert Colonna, Pres, CEO
Robert Dipple, Controller
Kathy Shoup, Marketing Manager
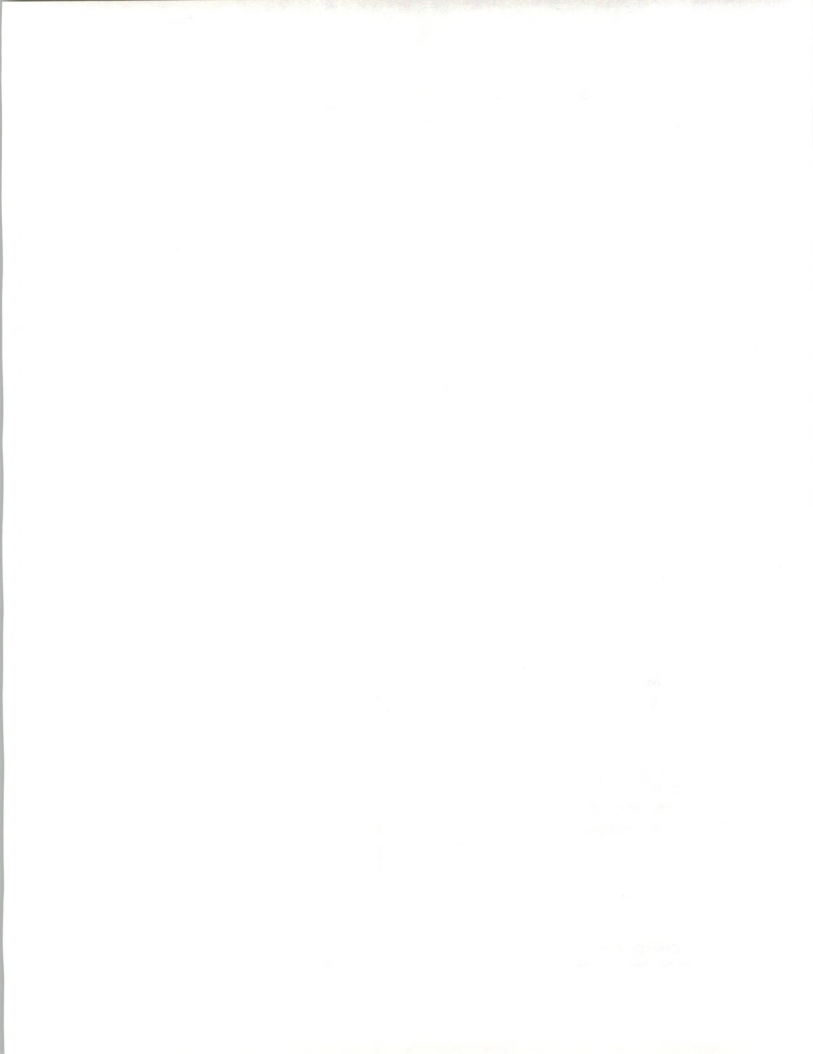
*Founded:* 1968
*Revenues:* N/A
*Total Employees:* 90
*Branches:*
Boston

*Classification* 2

Provider of custom applications and systems software to financial institutions. Information is unconfirmed.

# Integrated Computers, Inc.

P.O. Box 212
Pittsburgh, PA 15146
412 - 856-5770

*Executives:*
George Pinkos, Jr., Pres

*Founded:* 1977
*Revenues:* N/A
*Total Employees:* N/A
*Branches:*

*Classification* 2

Data processing consultants offering
software development for use in various
manufacturing processes.

# Systems Management American Corp.

254 Monticello Avenue
Norfolk, VA 23510
804 - 627-9331

*Executives:*
Herman Valentine, President
Charles Stanton, VP Marketing
Alton Skeeter, Sr. VP Systems
Integration

*Founded:* 1970
*Revenues:* N/A
*Total Employees:* 500-999
*Branches:*

*Classification* 1

Computer systems integration services.
Government, aerospace and commerical
markets.
Information is unconfirmed.

# Tidewater Consultants, Inc.

160 Newtown Road, Suite 311
Virginia Beach, VA 23462
804 - 497-8951

*Executives:*
 Alan Blachman, Pres
 Ms. Andi Overton, Personnel Director
 & Marketing

*Founded:* 1976
*Revenues:* $5-10 MM
*Total Employees:* 200
*Branches:*

Provider of custom programming and
consulting services.
Repeated calls were not returned,
therefore, information is unconfirmed.

*Classification* 1

# Dominion Management Associates, Inc.

6300 Hackney Place
Richmond, VA 23234
804 - 275-0430

*Executives:*
 Joseph Lilly, Pres
 Barbara Harting, VP Sales
 Carolyn Jackson, Treasurer

*Founded:* 1975
*Revenues:* <$1 MM
*Total Employees:* 10
*Branches:*

Developer of government software
packages and provider of custom
programming and consulting services.

*Classification* 2

# Computer People Unlimited, Inc.

744 North Fourth Street
Milwaukee, WI 53203
414 - 278-8884

*Executives:*
Richard Weiss, Principal
Eric Butlein, Principal

*Founded:* 1984
*Revenues:* $8 MM est.
*Total Employees:* 105
*Branches:*

*Classification* 1

Professional services firm offering data processing consulting of all types, custom software development, systems analysis and design, computer programming, project management, and systems programming. Diverse industries include banking, manufacturing, communications, insurance, retailing. Primarily large companies in the midwest. Information is unconfirmed.


# MRM, Inc.

250 Patrick Boulevard
Brookfield, WI 53005
414 - 792-0400

*Executives:*
William Wassweiler, Pres, CEO
David Alcala, EVP, Sales, R&D
Thomas Aldoto , Director of MIS
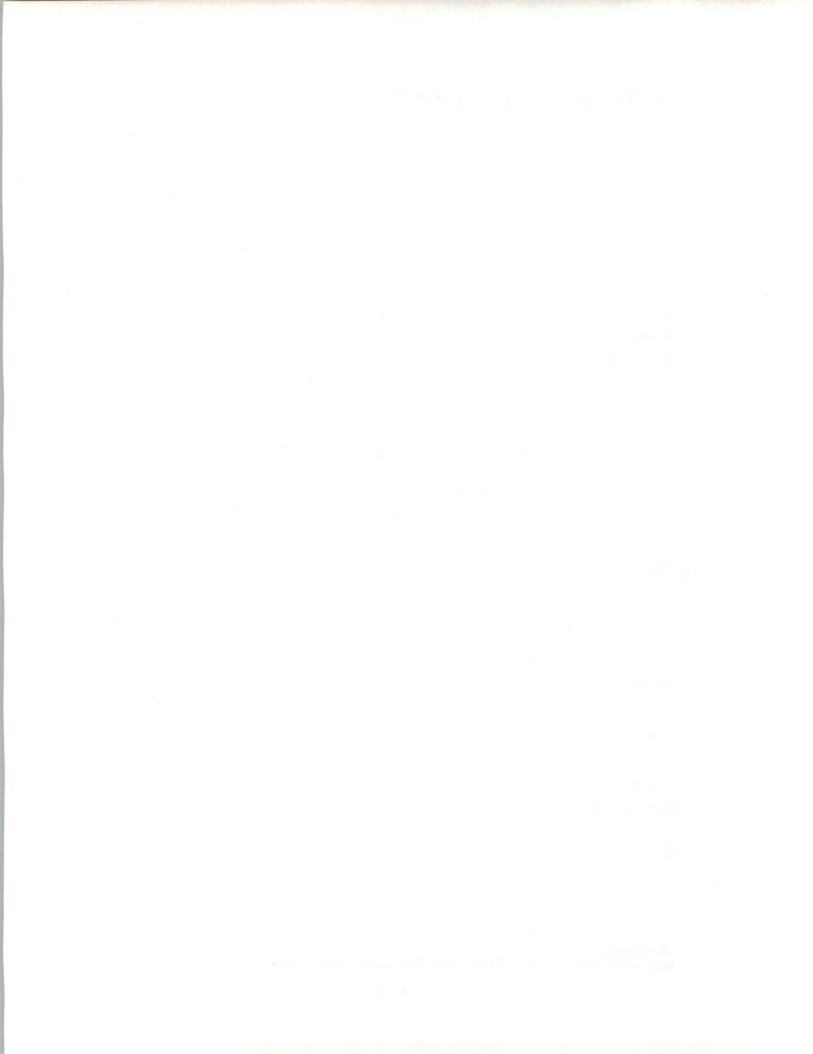
*Founded:* 1967
*Revenues:* $10-25 MM
*Total Employees:* 50-99
*Branches:*

*Classification* 2

Developer of manufacturing software. Provider of consulting, custom programming and educational services.

## Process Control Systems, Inc.

| | |
|---|---|
| 1300 South Calhoun Road<br>Brookfield, WI 53005<br>414 - 782-3945<br><br>*Executives:*<br>Michael Massoni, Pres<br>Barbara Massoni, Treasurer<br>Paul Randall, Chief Engineer &<br>Marketing Director | Custom programming of applications software with emphasis on industrial and engineering applications. |

*Founded:* 1976

*Revenues:* <$1 MM

*Total Employees:* 7

*Branches:*

*Classification* 2

## Star Plan Data Processing, Inc.

| | |
|---|---|
| 5990 North Greenbay Avenue<br>Milwaukee, WI 53209<br>414 - 228-1280<br><br>*Executives:*<br>William Kravit, Pres<br>Kevin Moore, General Manager | Provider of contract software programming and consulting services. Most services provided on mini and microcomputers. |

*Founded:* 1962

*Revenues:* $.5 mm

*Total Employees:* 6

*Branches:*
no

*Classification* 2

# AGS Computers, Inc.

1139 Spruce Drive
Mountainside, NJ 07092
201 - 654-4321

*Executives:*
Lawrence Schoenberg, CEO
Joseph Abrams, COO/President
Anthony Stepanski, EVP

*Founded:* 1967
*Revenues:* $400 MM
*Total Employees:* 2500
*Branches:*

*Classification* 3

Provides computer-based solutions to the telecommunications, finance and computer industries. Technical consulting services include contract programming, systems development and custom turnkey systems for all industries. Software products include: project management and control, cash management and financial reporting for the banking industry. A subsidiary also distributes microcomputers and peripheral equipment

# Analyst International

7615 Metro Boulevard
Edina, MN 55424
612 - 835-2330

*Executives:*
Fred Lang, President
George Sundem, VP, National Marketing
Vic Benda, Sr. VP

*Founded:* 1966
*Revenues:* $70 MM
*Total Employees:* 800
*Branches:*

*Classification* 3

Provider of consulting and training services and developer of applications and systems software. Consulting services are provided for a variety of businesses. Training is provided in CICS. A collection package for credit agencies, and others is CCAS. A program generator is called Corvet and is used by any industry.

# Cap Gemini America

1133 Avenue of the Americas
New York, NY 10036
212 - 221-7498

*Executives:*
James Kerridge, President
Francis Behr, VP, Development

*Founded:* 1962
*Revenues:* $764 MM
*Total Employees:* 4800
*Branches:*

Offers a full range of professional services in the computer services industry including consulting on all aspects of the use of data processing resources (automatic data plans, feasibility studies, state-of-the-art techniques, data processing security, etc.); software, systems development and implementation for management, scientific, industrial and office automation applications; implementation of large data processing projects, training and organization of seminars. Clients include Fortune 1000 and rapidly growing mid-sized companies in finance, insurance services, energy, manufacturing, communications, health care, government, trade and transportation. Has offices in 17 countries, including 50 branch offices in 39 U.S. cities with a staff of 3,000 professionals.

*Classification    3*

# Com-Pro

2775 Main Street
Buffalo, NY 14214
716 - 826-7301

*Executives:*

*Founded:* 1980
*Revenues:* UNK
*Total Employees:* 100
*Branches:*
Charlotte, NC, Orlando, Tampa, Rochester

Professional Services Division provides comprehensive planning, project management, systems analysis, design application development, custom programming, application development, custom programming, staffing and training.

*Classification    3*

## Computer Associates

5200 West Century Boulevard
Los Angeles, CA 90045
213 - 216-0646

*Executives:*
Charles Wang, President/Chairman
David Wardle, Sr. VP of Sales
Mark Combs, VP of Development
Mark Wasiko, VP of Marketing

*Founded:* 1976
*Revenues:* $429 MM U.S. Only
*Total Employees:* 1500
*Branches:*

Developer of applications and systems
software and provider of custom
programming and consulting services.
The software runs on more than 60
mainframe systems and includes financial
and accounting applications. The mini-
and micro-related software is primarily for
financial and accounting applications and
runs on the IBM 4300.

*Classification* 3

## Computer Data Systems, Inc.

1 Curie Court
Rockville, MD 20850
301 - 921-7000

*Executives:*
Clifford Kendall, President
Wyatt Timsley, EVP of Finance
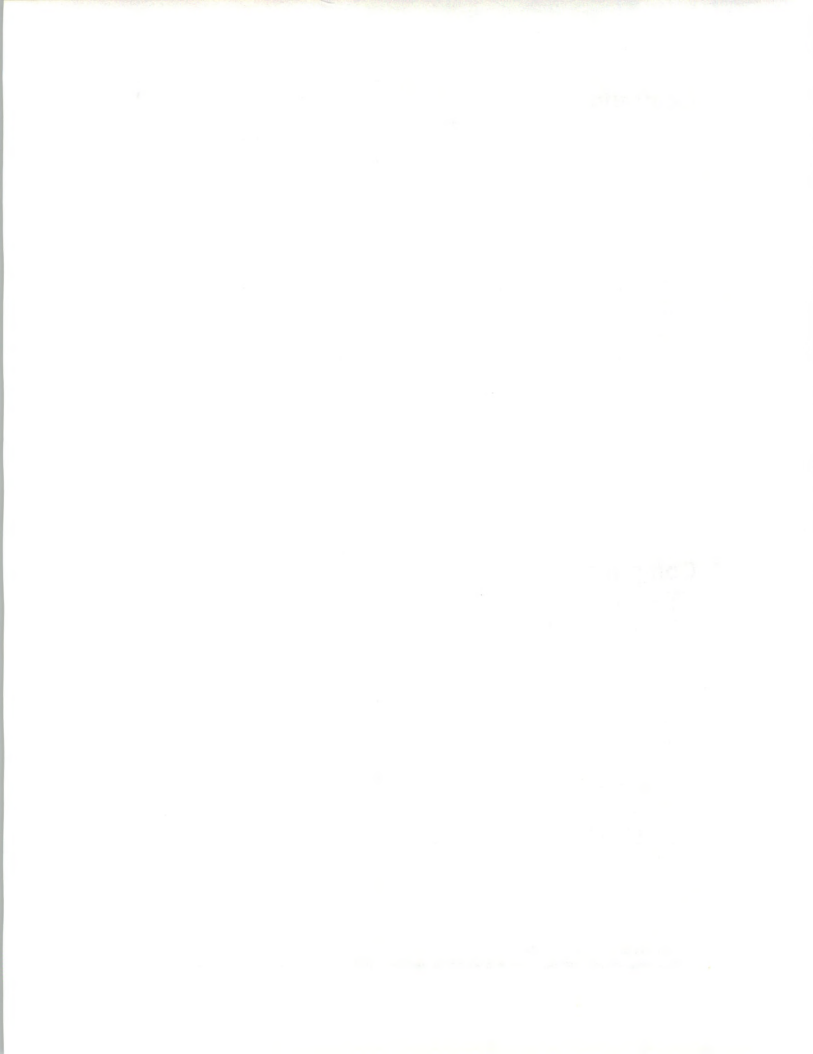Kennith Taylor, Director of Marketing

*Founded:* 1968
*Revenues:* $65 MM
*Total Employees:* 1200
*Branches:*

Provider of services for software analysis,
design, and engineering, electronic
composition, mailing, data processing,
and systems integration support services.
Products and services are sold to multiple
industries.

*Classification* 3

# Computer Horizons Corporation

747 Third Avenue
New York, NY 10017
212 - 371-9600

*Executives:*
John Cassesse, President/Chairman
Dan Scrone, Director, Corporate
Marketing

*Founded:* 1969
*Revenues:* $79 MM
*Total Employees:* 1000
*Branches:*
Saratoga, CA

*Classification* 3

Firm provides computer programming
consultant services for customized
computer software. These computer
consultant services are offered to Fortune
100 companies in all industries.


# Computer Sciences Corp.

6565 Arlington Boulevard
Falls Church, VA 22046
703 - 237-2000

*Executives:*
Walter Culver, President
Howard Chambers, VP of Finance
and Admin.
Robert Howler, Director of Purchasing

*Founded:* 1959
*Revenues:* $1.2 Billion
*Total Employees:* 2000
*Branches:*

*Classification* 3

Provider of computer-based system
software services, communications system
services and custom applications software
programming services ($26 million). This
unit is part of the Systems Group.
Services are provided to the government.

# Computer Task Group

800 Delaware Avenue
Buffalo, NY 14209
716 - 882-8000

*Executives:*
 David Campbell, Chairman
 John Courtney, President
 J. David Ehlke, EVP, Marketing

*Founded:* 1966

*Revenues:* $209 MM

*Total Employees:* 3000

*Branches:*
Albany, Atlanta, Austin, Baltimore, Boston, Buffalo, Charlotte, Chattanooga, Chicago, Cinncinnati, Cleveland, Columbus, Dallas, Dayton, Denver, Detroit, Erie, Ft. Lauderdale, Greenville, SC, Harrisburg, Houston, Indianapolis, Kansas City, Long Island, Louisville, Los Angeles, Merrillvile, IN, Milwaukee, Nashville, New York, NJ, Orlando, Philadelphia, Phoenix, Pittsburgh, Portland, Raleigh, Roanoke, Rochester, San Francisco, San Antonio, St. Louis, Seattle, Syracuse, Tampa, Washington DC, Wilmington, DE,

*Classification* 3

Provider of computer-related professional services. These services include application programming, systems analysis and design, conversion services, consulting services and engineering, scientific, and process control programming. Products and services sold primarily to Fortune 500 companies. Suggested by both Kos Associates and Pittsburgh Business Consultants as a worthy competitor.

# Computer/Dynamics

3201 East Royalton Road
Cleveland, OH 44147
216 - 562-0055

*Executives:*
 L.L. Krause, President
 L.E. Krause, EVP

*Founded:* 1974

*Revenues:* $1-2.5 MM

*Total Employees:* 25

*Branches:*

*Classification* 3

Developer of UNIX and BOSS operating system software and provider of software integration services. Products and services are sold to multiple industries.

# Data Architects

245 Winter Street
Waltham, MA 02154
617 - 890-7730

*Executives:*
Martin Cooperstein, CEO
Dr. Norman Zachary, President/COO
Ronald Benanto, Sr. VP of Finance
and Admin.

*Founded:* 1967

*Revenues:* $40 MM

*Total Employees:* 290

*Branches:*

*Classification* 3

Developer of software products and provider of customized software systems design, implementation and consulting services. Product support applications include: electronic funds transfer and data communications network services; asset/liability and interest risk management; and data telecommunications and networking. Products and services are sold to the banking, insurance and telecommunications industries.


# Intermetrics, Inc.

733 Concord Avenue
Cambridge, MA 02128
617 - 661-1840

*Executives:*
Joseph Saponaro, President/CEO
Nick Pettinella, VP of Finance
Bill Toscano, Director of Marketing

*Founded:* 1969

*Revenues:* $50 MM

*Total Employees:* 600

*Branches:*

*Classification* 3

Developer of system software and provider of custom programming services. The system software includes tracing utilities, cross-compilers, program translators, documentation generators, character-handling tools, linkers, program standardization, and screen and live editors. Custom programming services include applications software. Software and services can be used in all industries.
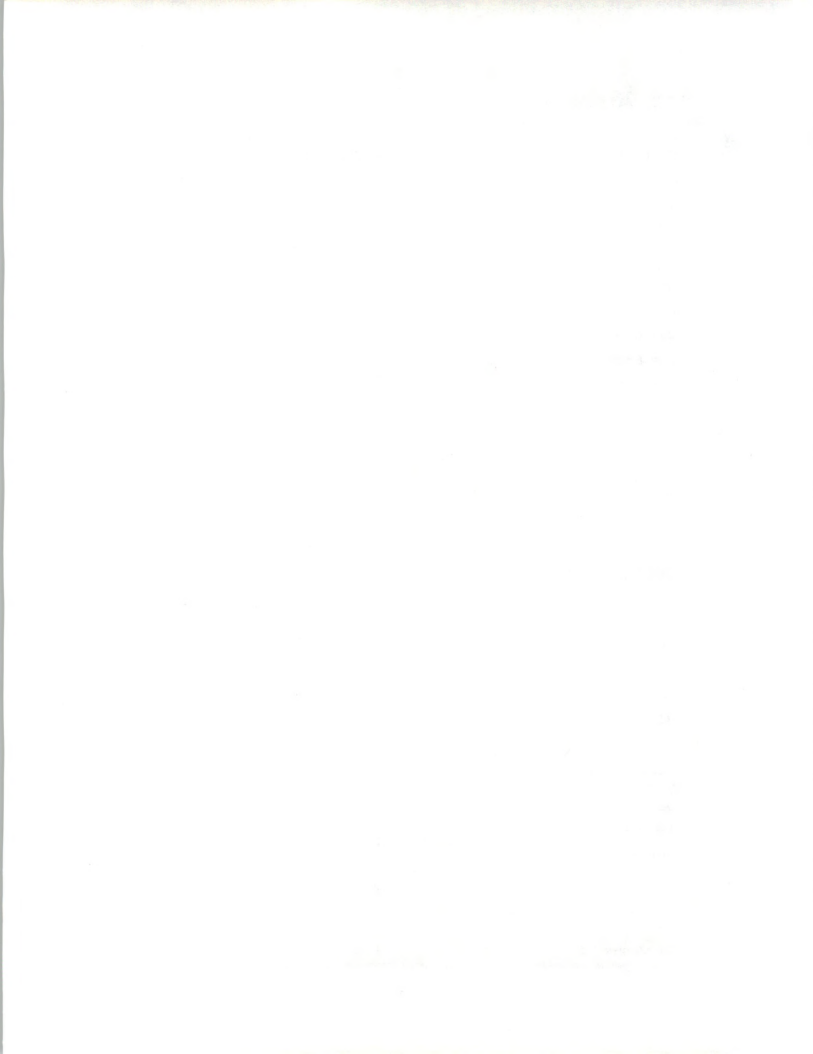
# McDonnell Douglas Professional Services

P.O. Box 516
St. Louis, MO 63166
314 - 232-0286

*Executives:*
Richard Calvert, President

Provider of information management services. The services include design and maintenance of custom integrated systems and/or helping professionals through continuing education. The firm also provides consulting services, system design and development ($50 million), specialized programming, educational services and structured analysis tools.

*Founded:* 1921
*Revenues:* $60+ MM
*Total Employees:* 800
*Branches:*

*Classification* 3

# Meta Systems, Ltd.

315 E. Eisenhower, Suite 200
Ann Arbor, MI 48104
313 - 663-6027

*Executives:*
Dr. Richard Welks, Pres
Steve Prussian, COO
Sherry March, Chief Marketing Officer

Developer of systems design and analysis software and provider of consulting services.

*Founded:* 1982
*Revenues:* $2.5-5 MM
*Total Employees:* 45
*Branches:*

*Classification* 3

## Philadelphia Suburban Corporation

1016 W. Ninth Street
King of Prussia, PA 19406
215 - 768-0770

*Executives:*
William Binney, Pres Delphi Systems
Assoc.

*Founded:* 1969
*Revenues:*
*Total Employees:* 150
*Branches:*
Columbia, SC, St. Louis, Dallas, San
Jose

*Classification 3*

Delphi is a professional services company
that provides programming design,
analysis and project management
services.

## Science Management Corp.

8300 Professional Place
Landover, MD 20785
301 - 459-3100

*Executives:*
Douglas Davidson, President
John Wills, VP of Finance and Admin
Dale Forest, EVP/General Manager

*Founded:* 1969
*Revenues:* $10-25 MM
*Total Employees:* 470
*Branches:*

*Classification 3*

Provider of custom applications software
development and facilities management
services. Applications software will be
developed to meet the needs of any
industry. The facilities management
services include operating a client's
hardware for them and are provided
mostly to the government.

# SofTech, Inc.

460 Trotten Pond Road
Waltham, MA 02254
617 - 890-6900

*Executives:*
Justus Lowe, President
Jorge Rodriguez, Sr. VP Marketing
William Vail, VP and Treasurer

*Founded:* 1969
*Revenues:* $50 MM
*Total Employees:* 600
*Branches:*

Developer of custom applications and systems software. Provider of systems engineering and integration services. Since 1975, the company has been involved with Ada, the standard programming language of the Department of Defense. Also is involved with the design, development, implementation, and validation of computer software systems. Products and services sold to multiple industries.

*Classification* 3


# Software Services Corporation

1260 Eisenhower Place
Ann Arbor, MI 48104
313 - 971-2300

*Executives:*
Robert Sims, Pres
Jack Reinelt, Marketing Director

*Founded:* 1976
*Revenues:* $2.5-5 MM
*Total Employees:* 85
*Branches:*

Provider of custom programming of applications software services.

*Classification* 3

## Systems and Applied Sciences Corporation

1577 Springhill Road
Vienna, VA 22180
703 - 790-3700

*Executives:*
Porter Bankhead, President
Ray Oleson, COO
Steve Ulrich, VP/General Manager

*Founded:* 1973
*Revenues:* $45 MM
*Total Employees:* 450
*Branches:*

*Classification* 3

Manufacturer of turnkey tactical military communication systems. Provider of customized software. Also provider of ADT technical services. Firm will take another company's hardware and software and integrate it into a system, or develop customized software. Products sold to government and commercial industries.

## User Technology Services, Inc.

2 Strawtown Road
West Nyack, NY 10994
203 - 849-9444

*Executives:*
Thomas Brewer, Pres

*Founded:* 1979
*Revenues:* N/A
*Total Employees:* 24
*Branches:*

*Classification* 3

Provides professional services in all phases of information systems development including software package installation. Most of the company's clients are Fortune 100 companies.
This company recently moved to Connecticut.

# Appendix B

Fortune 1000 Companies in Selected Cities

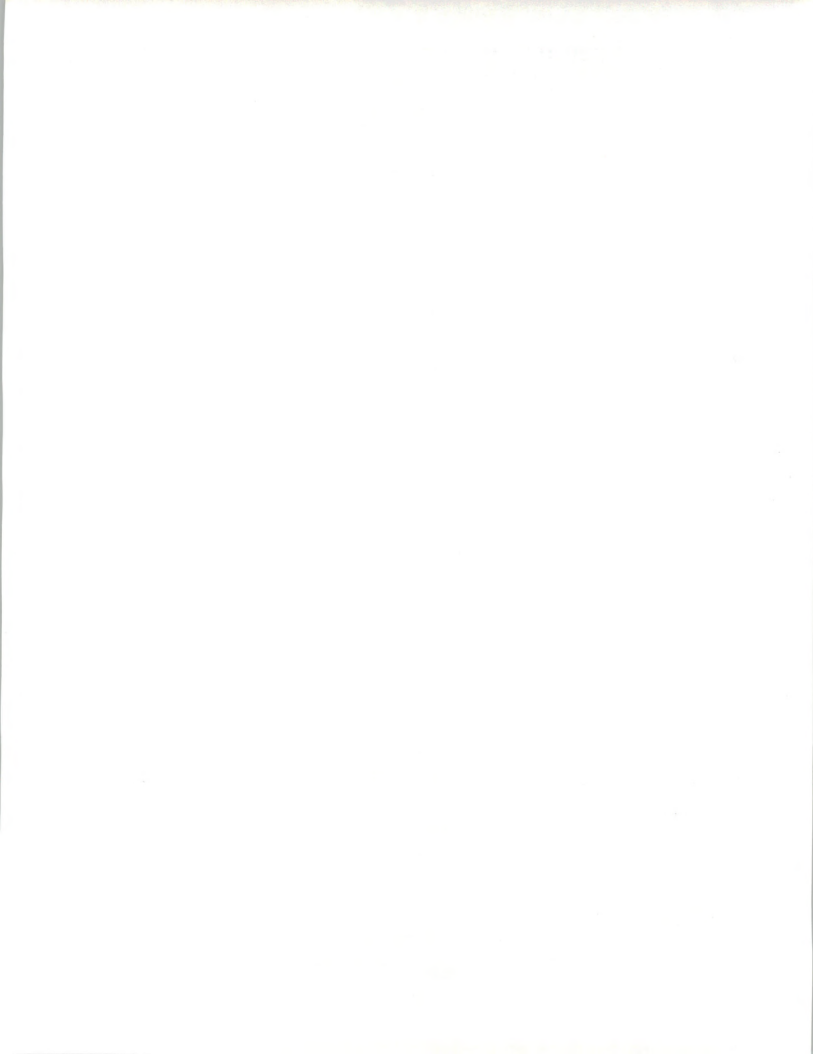## FORTUNE 1000 COMPANIES IN SELECTED CITIES

| City | Company | Fortune Rank | Bus Wk Rank |
|------|---------|--------------|-------------|
| Indianapolis, IN | | | |
| | Eli Lilly | 115 | 33 |
| | Indiana National | | 809 |
| | Ipalco Industries | | 556 |
| | Merchants National | | 960 |
| Detroit, MI | | | |
| | Chrysler | 7 | 90 |
| | Comerica | | 636 |
| | Detroit Edison | | 278 |
| | First Federal of Michigan | | |
| | Ford | 2 | 7 |
| | Fruehauf | 147 | |
| | General Motors | 1 | 5 |
| | Manufacturers National | | 668 |
| | Masco | | 144 |
| | Michigan National | | 627 |
| | NBD Bancorp | | 330 |
| | Thorn Apple Valley | 452 | |
| | Unisys | | 96 |
| St. Louis, MO | | | |
| | Anheuser-Busch | 46 | 41 |
| | Boatman's Bancshares | | 633 |
| | Brown Group | | 673 |
| | Centerre Bancorp'n | | |
| | CPI | | 969 |
| | Edwards, A.G. | | 940 |
| | Emerson Electric | 66 | 49 |
| | General Dynamics | 41 | 236 |
| | Harvard Ind's | 410 | |
| | Interco | 133 | 331 |

Note:   Fortune 500 does not include service industries.   Business Week 1000 includes service industries.

# FORTUNE 1000 COMPANIES IN SELECTED CITIES

| City | Company | Fortune Rank | Bus Wk Rank |
|------|---------|--------------|-------------|
| | Jefferson-Smurfit | 288 | 462 |
| | Kellwood | 404 | |
| | May Dept Stores | | 78 |
| | McDonnell Douglas | 25 | 226 |
| | Mercantile Bancorp | | 967 |
| | Monsanto | 51 | 69 |
| | Pulitzer Publishing | | 939 |
| | Ralston-Purina | 71 | 94 |
| | Sigma Aldrich | | 460 |
| | Southwestern Bell | | 34 |
| | Union Electric | | 234 |
| Charlotte, NC | | | |
| | Duke Power | | 113 |
| | First Union | | 250 |
| | Lance | | 684 |
| | NCNB | | 320 |
| | Nucor | 323 | 534 |
| Greensboro, NC | | | |
| | Guilford Mills | 457 | |
| | Jefferson-Pilot | | 397 |
| Raleigh, NC | | | |
| | Carolina Power & Light | | 194 |
| | First Citizens' | | |
| Winston-Salem, NC | | | |
| | First Wachovia | | 284 |
| Glen Cove, NY | | | |
| | Pall | | 461 |
| Woodbury, NY | | | |
| | Cablevision Systems | | 642 |

Note: Fortune 500 does not include service industries. Business Week 1000 includes service industries.

# FORTUNE 1000 COMPANIES IN SELECTED CITIES

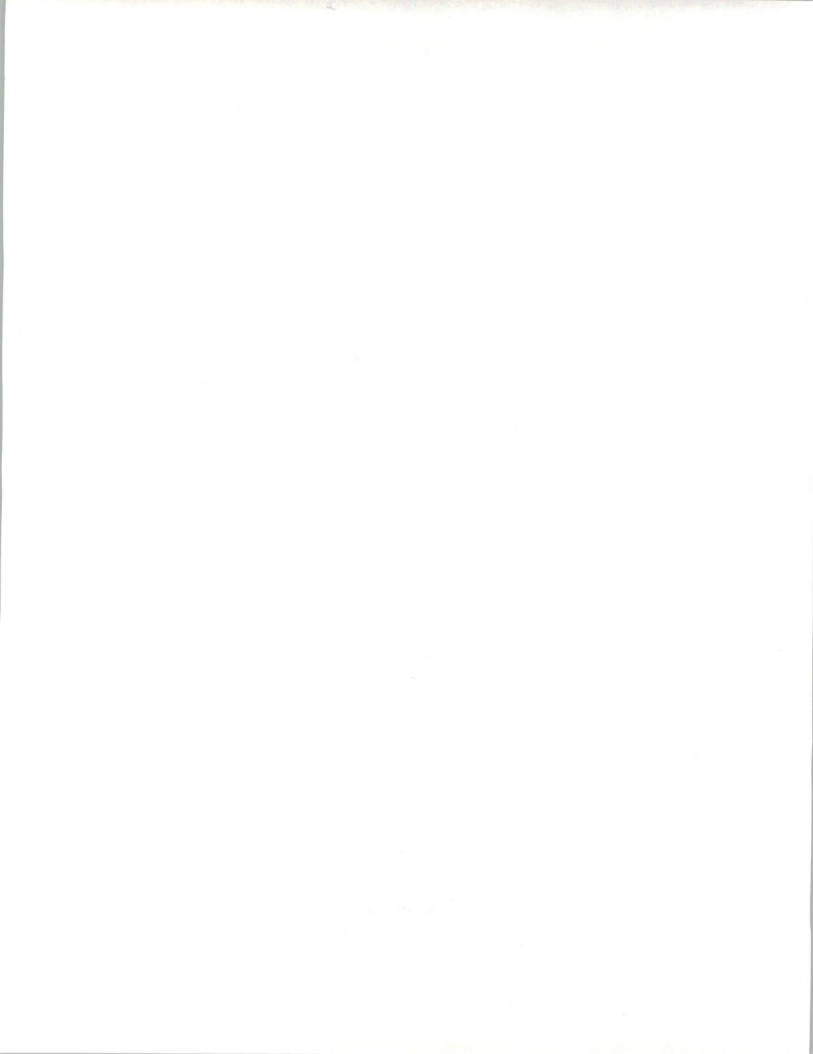| City | Company | Fortune Rank | Bus Wk Rank |
|------|---------|:---:|:---:|
| Cincinnati, OH | | | |
| | Carlisle | 462 | |
| | Chemed | 500 | |
| | Cincinnati Bell | | 595 |
| | Cincinnati Financial | | 593 |
| | Cincinnati Gas & Electric | | 449 |
| | Cincinnati Milacron | 364 | 688 |
| | Cintas | | 867 |
| | Eagle-Picher Industries | 379 | 996 |
| | Federated Dept Stores | | 77 |
| | Fifth Third Bancorp | | 608 |
| | First National Cincinnati | | 703 |
| | Kroger | | 227 |
| | Penn Central | 248 | |
| | Procter & Gamble | 15 | 25 |
| | Scripps Howard | | 596 |
| | United Brands | 130 | 616 |
| | US Shoe | | 467 |
| Columbus, OH | | | |
| | American Electric Power | | 85 |
| | BancOne | | 204 |
| | Bob Evans Farms | | 807 |
| | Huntington Bancshares | | 618 |
| | Limited | | 130 |
| | Worthington Ind | 354 | 559 |
| Pittsburgh, PA | | | |
| | Alcoa | 40 | 127 |
| | Allegheny International | 341 | 810 |
| | Allegheny Ludlum | 294 | 712 |
| | Aristech Chemical | 321 | 570 |

Note: Fortune 500 does not include service industries. Business Week 1000 includes service industries.

# FORTUNE 1000 COMPANIES IN SELECTED CITIES

| City | Company | Fortune Rank | Bus Wk Rank |
|------|---------|:---:|:---:|
| | Bayer USA | 99 | |
| | Chambers Dev. | | 916 |
| | Consolidated Natural | | 169 |
| | Cyclops Ind.'s | 289 | |
| | Duquesne Light | | 478 |
| | Equimark | | |
| | Equitable Resources | | 638 |
| | Heinz, H.J. | 89 | 84 |
| | Joy Technologies | 403 | |
| | Koppers | 224 | 359 |
| | Mellon Bank | | 571 |
| | Mylan Labs | | 942 |
| | National Intergroup | | 866 |
| | National Steel | 165 | |
| | PNC Financial | | 160 |
| | PPG | 79 | 116 |
| | Quaker State Oil | 363 | 707 |
| | Robertson, H.H. | 497 | |
| | Rockwell International | 28 | 91 |
| | USX | 23 | 46 |
| | Westinghouse Electric | 27 | 51 |
| | Wheeling-Pittsburg | 314 | |
| Norfolk, VA | | | |
| | Norfolk Southern | | 83 |
| | Sovran Financial | | 295 |
| Richmond, VA | | | |
| | Central Fidelity Banks | | 857 |
| | Chesapeake | | 884 |
| | Circuit City Stores | | 676 |
| | Crestar Financial | | 631 |

Note: Fortune 500 does not include service industries. Business Week 1000 includes service industries.

# FORTUNE 1000 COMPANIES IN SELECTED CITIES

| City | Company | Fortune Rank | Bus Wk Rank |
|------|---------|-------------:|------------:|
| | CSX | | 107 |
| | Dominion Resources | | 126 |
| | Ethyl | 158 | 200 |
| | Figgie International | 295 | 791 |
| | James River Corp. | 92 | 274 |
| | Media General | 386 | 654 |
| | Reynolds Metals | 80 | 224 |
| | Robins, A.H. | 346 | 664 |
| | Signet Banking | | 603 |
| | Universal | 177 | 777 |
| Milwaukee, WI | | | |
| | First Wisconsin | | 800 |
| | Harley-Davidson | 384 | |
| | Johnson Controls | 144 | 419 |
| | Marine | | 819 |
| | Marshall & Ilsley | | 758 |
| | Smith, A.O. | 322 | 322 |
| | Universal Foods | 396 | 961 |
| | Wisconsin Electric | | 339 |

Note: Fortune 500 does not include service industries. Business Week 1000 includes service industries.